

WHOLESALE TRADE

This industry cluster employs 16,450 workers in RI with an average annual wage of \$73,703.

TOP 10 CITIES FOR EMPLOYMENT

Providence - 2,864
Warwick - 1,816
Cranston - 1,703
East Providence - 1,215
Smithfield - 677
Pawtucket - 593
Cumberland - 540
North Kingstown - 535
Lincoln - 522
South Kingstown - 475

Number of Employees



Percent of Employers

The companies in the **Merchant Wholesalers, Durable Goods** subsector sell capital or durable goods to other businesses. Durable goods are new or used items generally with a normal life expectancy of three years or more.

The companies in the **Merchant Wholesalers, Nondurable Goods** subsector sell nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years.

The companies in the **Wholesale Electronic Markets & Agents & Brokers** subsector arrange for the sale of goods owned by others, generally on a fee or commission basis. They act on behalf of the buyers and sellers of goods.

Merchant Wholesalers, Durable Goods

2016 Employment: 9,116
2026 Employment: 8,980
Projected Increase: 136

\$64,506
Average
Annual Wage

Merchant Wholesalers, Non-Durable Goods

2016 Employment: 5,904
2026 Employment: 6,300
Projected Increase: 396

\$67,524
Average
Annual Wage

Electronic Markets & Agents & Brokers

2016 Employment: 1,464
2026 Employment: 1,613
Projected Increase: 149

\$107,454
Average
Annual Wage

Job openings result from two major factors: the need to replace workers who leave an occupation and the need to fill openings created by economic expansion. During the 2016-2026 projection period employers in the Wholesale Trade cluster will need to fill over 18,000 positions.



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Occupations in Wholesale Trade with the most total openings during the 2016-2026 projection period.

Occupation	2016 Employment	2026 Employment	Total Openings ▼	Entry Wage	Median Wage	Experienced Wage
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	3,017	3,203	3,295	\$22.14	\$29.63	\$41.33
Laborers and Freight, Stock, and Material Movers, Hand	1,091	1,159	1,587	\$10.76	\$12.85	\$17.72
Stock Clerks and Order Fillers	678	693	879	\$10.70	\$12.16	\$15.65
Customer Service Representatives	698	665	828	\$13.39	\$17.62	\$22.64
Heavy and Tractor-Trailer Truck Drivers	590	636	691	\$18.75	\$22.24	\$25.33
Light Truck or Delivery Services Drivers	589	624	673	\$11.21	\$14.16	\$20.61
Team Assemblers	620	502	528	NA	NA	NA
Office Clerks, General	462	439	500	\$12.96	\$16.77	\$20.84
First-Line Supervisors of Non-Retail Sales Workers	478	511	474	\$30.60	\$40.35	\$54.37
Bookkeeping, Accounting, and Auditing Clerks	463	433	462	\$16.84	\$20.49	\$24.39
Shipping, Receiving, and Traffic Clerks	415	414	408	\$13.66	\$17.28	\$21.59
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	386	380	377	\$28.85	\$38.29	\$55.86
First-Line Supervisors of Office and Administrative Support Workers	385	379	362	\$22.68	\$28.40	\$34.77
Sales Managers	217	230	200	\$46.54	\$69.63	\$85.45
First-Line Supervisors of Helpers, Laborers, and Material Movers, Hand	175	187	194	NA	NA	NA
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	194	176	179	\$15.96	\$20.01	\$24.38
First-Line Supervisors of Production and Operating Workers	140	147	145	NA	NA	NA
Market Research Analysts and Marketing Specialists	122	138	140	\$24.38	\$33.99	\$45.15
Wholesale and Retail Buyers, Except Farm Products	133	126	138	NA	NA	NA
Accountants and Auditors	144	149	133	\$29.50	\$37.05	\$45.94
Industrial Machinery Mechanics	125	128	112	\$19.45	\$24.99	\$31.56
First-Line Supervisors of Mechanics, Installers, and Repairers	125	126	107	\$27.13	\$34.30	\$40.70
Inspectors, Testers, Sorters, Samplers, and Weighers	84	86	102	\$14.38	\$19.48	\$25.82
Retail Salespersons	63	68	99	\$10.50	\$11.63	\$15.70

Occupational wages are from the May 2017 Occupational Employment Statistics Survey.

Industry wages are from the 2017 Quarterly Census of Employment and Wages Program. *National Wage #Wage over \$100/hr

Minimum wage was \$10.10/hr from January 1, 2017 to December 31, 2017.



A publication of the Labor Market Information Unit

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